

**APPLICATION  
FOR  
COUNTY OF SANTA BARBARA BOARD,  
COMMISSION, OR COMMITTEE**

Return to: Clerk, Board of Supervisors  
County Administration Building  
105 E. Anapamu Street, Room 407  
Santa Barbara, CA 93101

DATE RECEIVED 2005 DEC 30 AM 9:37

COUNTY OF SANTA BARBARA  
CLERK OF THE  
BOARD OF SUPERVISORS

Copy to Supervisor

**INSTRUCTIONS:** Please complete each item below. Be sure to enter the title of the Board, Commission, or Committee (only one per application please) for which you desire consideration. For more complete information or assistance contact the Clerk, Board of Supervisors' Office. This application shall be maintained for a period of one year only. After one year it is necessary to file a new application for another year of eligibility. **Please print in ink or type.**

1. APPLYING FOR: ( Use specific title ) BOARD OF RETIREMENT 2. Today's Date: 12/26/2005

3. NAME: STEIN RANDOLPH 4. E-MAIL ADDRESS: RANDLSTEIN@COX.NET  
Last First Middle

6. ADDRESS: 555 CAMINO DE LA ALDEA 5. TELEPHONE: Home: 259.9601  
Number Street Business: 681.1873  
SANTA BARBARA CA 93111  
City Zip Code

7. References: Give names and addresses of three persons, not relatives, who have knowledge of your character, experience, community involvement, and abilities.

NAME	ADDRESS	TELEPHONE NUMBER	OCCUPATION
A. <u>ALAN FELTZER</u>	<u>COUNTY COUNSEL S.B. 105 E. ANAPAMU 93101</u>	<u>568-2950</u>	<u>COUNTY ATTORNEY</u>
B. <u>MIKE STEIN</u>	<u>511 GROVE ST S.B. 93105</u>	<u>745-5392</u>	<u>BUSINESSMAN</u>
C. <u>KURT RANSCHOFF</u>	<u>470 S. PATTERSON S.B. 93111</u>	<u>681-1747</u>	<u>PHYSICIAN</u>

8. Are you or have you been employed by the County of Santa Barbara?  YES  No If YES, list:  
Department: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

9. Please check appropriate boxes (optional):  
Ethnic or racial identity:  
 White  Black (African American)  Hispanic  Asian/Pacific Islander  Native American/Alaskan Native  Other (Please specify)  
Sex:  
 Male  Female

10. Education completed: MASTERS, UCLA  
11. Indicate Supervisor who will receive a copy of this application:

12. EXPERIENCE: Please explain why you are interested in serving and what experience you bring to the Commission or Committee for which you are applying.  
Expertise in retiree medical benefits, Medicare.

13. ADDITIONAL INFORMATION: Give any information explaining your qualifications, experience, training, education, volunteer activities, community organization memberships, or personal interests that bear on your application for above Board, Commission, or Committee. Attach additional sheets as necessary.  
Training & Experience - see attached resume & cover letter

14. SIGNATURE OF APPLICANT x Randolph Stein

555 CAMINO DE LA ALDEA • SANTA BARBARA CA • 93111 PHONE 805.259.9601  
• E-MAIL [RANDYSTEIN@COX.NET](mailto:RANDYSTEIN@COX.NET)  
WEBSITE [IPSO—RANDY STEIN'S STRATEGIC SOLUTIONS—HOME](http://IPSO-RANDY-STEIN'S-STRATEGIC-SOLUTIONS-HOME)

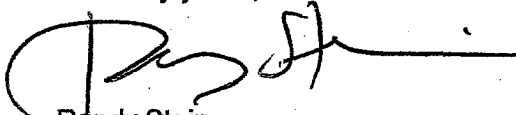
December 26, 2005

Dear Retirement Board Trustee Search Committee:

Please consider my application to join the Santa Barbara County Retirement System Board of Retirement. My training and experience is primarily in the areas of health care finance. Please see my attached resume for details on my work history and education background. With the recent Government Accounting Standards Board rule that counties need to determine and budget for their future retiree healthcare expenses, I believe that my background could be a useful addition to the Board.

I moved to Santa Barbara County two years ago, to rejoin my family here. As a fairly recent resident, I can provide a fresh point of view. I look forward to present myself and my qualifications to you.

Sincerely yours,



Randy Stein

## RANDY STEIN

### MANAGEMENT EXPERIENCE

- Senior Manager, Managed Care for the Sansum Santa Barbara Medical Foundation Clinic
- Consultant to Sansum/Santa Barbara Medical Foundation and Blue Shield of CA/Tricare Division
- Patient Choice Healthcare, Director Care System Development
- Managed HealthCare Northwest, Finance Director, 2 direct reports, 6 indirect reports
- Managed HealthCare Northwest, Development Specialist
- Managed Care Solutions, Owner
- PacifiCare of Oregon, Director of Operations, 4 direct reports, 8 indirect reports
- PacifiCare Health System, VP Benefits Administration, 3 direct reports, 78 indirect reports
- PacifiCare Health System, Health Plan Director, 2 direct reports, 9 indirect reports
- CIGNA Healthplans of Southern California, QA/RM Coordinator, 5 direct reports
- Ross Loos Medical Group, Assistant to the Clinic Administrator

### SELECTED ACCOMPLISHMENTS

Deep experience in provider contracting, customer service, membership accounting, medical management, provider relations and claims processing. Effective communicator to physicians and hospital administrators. Negotiator of provider contract financial terms. Career highlights include:

- Saved millions of dollars for physicians and hospitals with health plan settlements
- Reorganized a claims department to reduce turnover and improve quality
- Started up innovative "tiered network" style PPO network Patient Choice Healthcare for Oregon/Southwest Washington region

## WORK HISTORY

### **Sansum-Santa Barbara Medical Foundation Clinic**

A 150 physician multi-specialty medical group in Santa Barbara County

#### **Senior Manager Managed Care**

2005 to present

- 70,000 capitated members accounting
- Payer contract compliance
- Decision support for strategic planning

### **IPSO Consulting [www.ipsiconsulting.com](http://www.ipsiconsulting.com)**

2004 to present

A consulting practice to physicians, hospitals and health plans  
Santa Barbara, CA

- Business consultant to the Sansum/Santa Barbara Medical Foundation
- Provider contractor for Blue Shield of CA/Tricare Division

### **Patient Choice Healthcare, Inc.**

A Preferred Provider Organization, St. Louis Park MN  
(remote job based in Portland OR)

#### **Director Care System Development**

2001-2003

- Contracted with 12 care systems and 28 hospitals for Oregon/Southwest Washington region
- Recruited first payer for the network, PacificSource Health Plans
- Led successful provider contract renewal retaining 100% of contracts

### **Managed HealthCare Northwest, Inc.**

A Preferred Provider Organization in Oregon  
Portland, OR

#### **Finance Director**

1996-2001

- Stayed on budget every year for a \$3 million revenues/year company
- Reorganized claims department by hiring/coaching new manager, using temp-to-hire staffing and went from 100% to 0% turnover in one year
- Moved corporate office saving \$70,000 a year in rent by finding lower cost space and reducing square footage by one third
- Saved physicians and hospitals over \$1 million in health plan risk sharing plan settlements by finding errors and omissions in comparing contract terms to financial schedules

- Managed 8 FTE claims/administration/information services departments

**Development Specialist**

1990-1996

- Advocated for doctors and hospitals in a \$20 million a year settlement with Regence HMO Oregon
- Explained financial terms and risks sharing plan to doctors and hospitals and organized risk sharing groups resulting in over 20 primary provider teams taking care of 150,000 members for Regence HMO Oregon
- Developed a unique provider contracting model "BlueCap" giving provider groups the benefits of capitation without the cash handling challenges
- Led the benefits/service operations of an Exclusive Provider Organization, Legacy Precision Plus providing Precision Cast Parts member's first class service for a 3-year contract period

**Managed Care Solutions**

A consulting practice to physicians, hospitals and health plans  
Portland OR

**Owner**

1989-1992

- Trained staff of health plans on risk management principles by developing and modeling or demonstrating via PowerPoint presentations to customer service and sales staff
- Audited end of the year settlements for PacifiCare participating medical groups

**PacifiCare of Oregon**

A 40,000-member health plan with commercial and Medicare product lines  
Lake Oswego, OR

**Director of Operations**

1987-1989

- Improved relations between health plan and participating medical groups by problem solving administrative issues and regular service visits
- Managed a staff of 12 FTE in customer service, claims processing, medical management, and provider relations departments through implementation of a new health plan information system transition

**PacifiCare Health System**

A 120,000-member multistate health plan system with commercial and Medicare product lines  
Cypress, CA

**Vice President Benefits Administration**

1986-1987

- Developed first claims operations metrics benchmarks and reporting system
- Overhauled claims system decreasing turnaround time and reducing inventory

- Third party and coordination of benefit activities increased total savings to 35% off billed charges
- Responsible for benefit interpretation, subscriber contracts, legal services utilization review and risk management functions for all PacifiCare health plans
- Managed claims, member service, enrollment services, and corporate service departments, with 81 FTEs

**PacifiCare, Inc.**

An 80,000-member California health plan  
Cypress, CA

**Health Plan Director**

1984-1986

- Managed member service, medical service, grievance and appeals departments with 23 FTEs
- Responsible for benefit interpretation, subscriber contracts and risk management for PacifiCare of California and Secure Horizons
- Participated in the original Secure Horizons task force for implementation of a Medicare Risk Contract

**CIGNA Healthplans of Southern California**

A 350,000-member California health plan  
Glendale, CA

**QA/RM Coordinator**

1980-1984

- Managed innovative QA Dept "Health Accounting" with 5 FTE
- Developed first Risk Management program for the health plan

**Ross-Loos Medical Group**

A 350,000 member staff model California health plan  
Los Angeles, CA

**Assistant to the Clinic Administrator**

1978-1980

- Developed and implemented QA program improving corporate compliance
- Implemented appointment systems, built chart files and otherwise assisted the 24 clinic offices of the Medical Group

**E D U C A T I O N**

**Masters of Science degree** University of California, Los Angeles, California in  
Comprehensive Health Planning

**Bachelor of Arts degree** Pomona College, Claremont California, Cum Laude